

Message Text

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PAGE 01 STATE 205040

14

ORIGIN COME-00

INFO OCT-01 NEA-05 ISO-00 EB-05 SS-20 DODE-00 RSC-01 /032 R

66616

DRAFTED BY: BIC/OED/MEPD/262/SSLEON:JEB

10/16/73 4523

EB/OCA/REP:GPWILSON

COM/BIC/OED/MEPD/262/JMSANDS, DIRECTOR

DOD/NAVY/OP63/RADM GERHARD (SUB)

STATE/NEA/GRK/LGEORGE(SUB)

----- 124483

R 162119Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY ATHENS

UNCLAS STATE 205040

E.O. 11652: N/A

TAGS: BMEP, GR

SUBJ: MAJOR PROJECT - FRIGATES FOR HELLENIC NAVY

REF: (A) USDOC 15016; (B) ATHENS 6971

1. REFTEL (A) ADVISED THAT AVONDALE HAD WITHDRAWN FROM FRIGATE PROJECT. RECENT DISCUSSIONS WITH HARTZMAN, PRESIDENT OF AVONDALE, REVEAL THAT A LATER MEETING WAS HELD WITH THE CORPORATE PRESIDENT OF OGDEN AND AFTER CAREFUL REVIEW OF COST AND RISKS, THEY CONFIRMED THEIR ORIGINAL DECISION THAT NO BID WOULD BE SUBMITTED FOR THIS PROJECT. OGDEN MANAGEMENT CONCLUDED THAT WITH CURRENT AND PROSPECTIVE BUSINESS, THEY WERE NOT WILLING TO RISK FUNDS ON A POTENTIAL THAT THEY CONSIDERED DOUBTFUL, PARTICULARLY WHEN THEY BEGAN TO PUT THEIR PACKAGE TOGETHER THE TOTAL BECAME SO HIGH THEY DID NOT FEEL COMPETITIVE WHEN COMPARED WITH INFORMATION THEY HAD OF PRICES THAT WOULD BE PROPOSED BY OTHER FOREIGN COMPETITORS.

2. RADM GERHARD BY SEPTTEL HAS ADVISED CHMAAG OF NAVY SUGGESTIONS AND ALTERNATIVE FALL BACK POSITIONS.

3. RECOMMEND THAT GREEK DESIRE TO STAY WITH AMERICAN
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EQUIPMENT BE ENCOURAGED TO MAXIMUM EXTENT PRACTICAL.

KISSINGER

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Message Attributes

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Capture Date: 01 JAN 1994
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Exemptions: n/a
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30 JUN 2005

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